

Message Text

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P 152152Z APR 76

FM SECSTATE WASHDC

TO AMEMBASSY LIBREVILLE PRIORITY

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E.O11652: N/A

TAGS: BENC, GB

SUBJECT: VISIT BY BROWN AND ROOT EXECUTIVES

1. EDWARD P. O'SULLIVAN, MANAGER, INTERNATIONAL SALES, BROWN AND ROOT AND S.W. KIETH, ALSO OF THAT FIRM, PLAN ARRIVE LIBREVILLE EVENING APRIL 27 VIA UTA FROM PARIS. OBJECT OF VISIT TO FOLLOW UP O'SULLIVAN DISCUSSIONS WITH RAWIRI AND DAMAS NEW YORK SEPT. 12, 1975. BROWN AND ROOT PARTICULARLY INTERESTED CONSTRUCTION SANTA CLARA PORT AND WOULD ALSO LIKE TO EXPLORE POSSIBILITIES RE OTHER PROJECTS.

2. O'SULLIVAN HAS WRITTEN LETTER DATED APRIL 7 TO RAWIRI. COMMERCE PLACED IT IN APRIL 15 AIR POUCH TO EMBASSY FOR TRANSMITTAL TO RAWIRI. LETTER REITERATES BROWN AND ROOT INTEREST IN GABONESE PROJECTS AND STATES SUBJECT TRAVELERS LOOKING FORWARD TO MEETING WITH RAWIRI AND DAMAS IN LIBREVILLE.

3. MEETING WITH PRESIDENT BONGO(AND, POSSIBLY, NTOUTME) WOULD ALSO APPEAR TACTICALLY IMPORTANT AT THIS POINT TO ASSURE EARLY TOP-LEVEL GOG FOCUS ON BROWN AND T ROOT'S SINCERE INTEREST IN GABONESE PROJECTS AND EXCEPTIONAL CAPABILITY, INTEGRITY. (B AND R IS THE LARGEST U.S. ENGINEERING/CONSTRUCTION FIRM DOING OVERSEAS WORK.)

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4. EMBASSY SHOULD PROVIDE FULLEST APPROPRIATE

SUPPORT B AND R EXECUTIVES AND, AS CIRCUMSTANCES
MAY WARRANT, SHOULD STRIVE TO CONVINCE GOG OF THE
NUMEROUS IMMEDIATE AND LONGER-TERM BENEFITS OF EMPLOYING
A FIRM OF B AND R'S OUTSTANDING TECHNOLOGY AND
REPUTATION.
KISSINGER

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